

PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996

51850 2522

Ship-to Account Name: B. Eisler

Updated Through:
Last input:
8/15/96

Ship-to Account Number 176520

Category I

Customer SOM Determination:

Performance Approval: _____

RJR Beginning Period Base SOM: 12.2%

RJR Ending Program Period SOM: 12.1%

Result (+ / -): -0.1%

RJR Sales Less Than 105% of Purchases: NO (*Qualifying sales recalculated at 105% of purchases*)

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category I Payment</u>
<u>25,074</u>	<u>\$0.00</u>	<u>\$0</u>

Category II

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>25,074</u>	<u>\$0.00</u>	<u>\$0</u>

Total

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>25,074</u>	<u>\$0.00</u>	<u>\$0</u>

Participant Signature _____ Title _____ Date _____

R. J. Reynolds Tobacco Company _____ Title _____ Date _____

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

51850 2523

Ship-to Account Name: B. Eisler

Updated Through

Last Input:

3/15/96

Ship-to Account Number: 176520

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	2,115	4,410	3,780	3,810	3,240	4,410	4,230		
P Mor	3,059	17,550	16,860	20,250	22,500	17,190	18,960		
BAT	2,018	5,145	5,340	5,685	6,120	4,785	5,955		
LOR	540	5,310	5,010	5,040	6,570	5,415	5,310		
LIG	165	270	180	210	360	240	750		
Other	174		275	140	35	90	365		
Grand Total	8,071	32,686	31,445	35,135	38,825	32,130	35,570		

Base RJR SOM 12.2%

Total RJR Purchases 23,880
 (To-Date)

Total RJR Sales _____
 (To-Date)

Ending RJR SOM _____

Grand Total Sales _____

(To-Date)

* or - RJR SOM _____

(To-Date)

(To-Date)

RJR Representative _____

Date _____

Ship-to Account Representative _____

Date _____

CONTACT TERRY GORMAN
FOR MAY, JUNE FRS
AND ENDING INV.

201-339-7080

LARRY

51850 2524

1996 PARTNERS PROGRAM
Plan B Customer
Program Tracking
(Report in Cartons)

51850 2525

Ship-to Account Name: B. Eisler

Updated Through
 Last Input:
 7/2/86

Ship-to Account Number: 176520

	12/29/95 Inventory	January Purchases	February Purchases	March Purchases	April Purchases	May Purchases	June Purchases	Current Month Inventory	To-Date Sales
RJR	2,115	4,410	3,780	3,810	3,240	440	4230		
P Mor	3,059	17,550	16,860	20,250	22,500	17190	18960		
BAT	2,018	5,145	5,340	5,685	6,120	4785	5955		
LOR	540	5,310	5,010	5,040	6,570	5415	5310		
LIG	165	270	180	210	360	240	750		
Other	174		275	140	35	90	366		
Grand Total	8,071	32,685	31,445	35,135	38,825	32130	75570		

Base RJR SOM 12.2%

Total RJR Purchases 15,240
 (To-Date)

Total RJR Sales _____

(To-Date)

Ending RJR SOM 11.6

Grand Total Sales _____

(To-Date)

+ or - RJR SOM _____

RJR Ending SOM _____

(To-Date)

RJR Representative _____

Date _____

Ship-to Account Representative _____

Date _____

PARTNERS Program Final Evaluation Form - Plan B - Period: January - June, 1996

Ship-to Account Name: B. Eisler

Updated Through
Last Input:
7/2/96

Ship-to Account Number 176520

Category I

Customer SOM Determination:

Performance Approval: _____

RJR Beginning Period Base SOM: 12.2%

RJR Ending Program Period SOM: 11.8%

Result (+ / -): -0.4%

RJR Sales Less Than 105% of Purchases: NO (*Qualifying sales recalculated at 105% of purchases*)

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category I Payment</u>
<u>16,002</u>	<u>\$0.00</u>	<u>\$0</u>

Category II

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>16,002</u>	<u>\$0.00</u>	<u>\$0</u>

Total

<u>RJR Qualified # of Cartons Sold</u>	<u>Rate/Carton</u>	<u>Category II Payment</u>
<u>16,002</u>	<u>\$0.00</u>	<u>\$0</u>

Participant Signature _____ Title _____ Date _____

R. J. Reynolds Tobacco Company _____ Title _____ Date _____

51850 2526
518515